Point Foundation
Balance Sheet
JULY 31, 1990

ASSETS

CURRENT ASSETS:	
Cash - WestAmerica Bank	1,001.34
Cash-Wells Fargo/Mill Valley	7,669.95
Petty Cash	100.66
Cash/WorkingAssetsMoneyFund	58,297.93
Cash-CCS Postal Acct	39.37
TOTAL CASH IN BANK	67,109.25
A/R - Distributor	40,641.70
A/R Dist Loss Reserve (Cr)	-9,000.00
A/R - Mailing List-Pac Lists	8,560.81
A/R - Miscellaneous	5,898.64
A/R - The Well	850.08
A/R - Chronicle	2,200.00
A/R - Employee Kaiser	339.42
TOTAL ACCOUNTS RECEIVABLE	49,490.65
Inventory - WER	1,575.00
TOTAL INVENTORY	1,575.00
TOTAL CURRENT ASSETS	118,174.90
FIXED ASSETS:	
Furniture & Equipment	163,918.24
TOTAL FIXED ASSETS	163,918.24
Accumulated Depreciation(Cr)	-114,521.00
FIXED ASSETS (LESS DEPR.)	49,397.24
OTHER ASSETS:	
Investments: Zomeworks	30,000.10
Reserve for Losses	-24,800.10
Investments: The WELL	9,500.00
Deposits	125.00
Prepaid Taxes	1,328.00
Prepaid Expense	1,436.68
TOTAL OTHER ASSETS	17,589.68
TOTAL ASSETS	185,161.82

Point Foundation
Balance Sheet
JULY 31, 1990

LIABILITIES & EQUITY

CURRENT LIABILITIES:	
A/P - Trade	18,216.80
A/P - Chronicle	240.00
Contracts Payable - Current	1,803.10
Sub. Adv. - Current - WER	252,004.00
TOTAL CURRENT LIABILITIES	272,263.90
LONG TERM LIABILITIES:	
Contract Payable - Long Term	10,880.18
Notes Payable - Long Term	20,000.00
Sub Advances - Long Term	284,056.70
TOTAL LONG TERM LIABILITIES	314,936.88
TOTAL LIABILITIES	587,200.78
Fund Surplus Beginning	-423,294.06
INCREASE/(DECREASE) IN FUND	21,255.10
TOTAL LIABILITIES & EQUITY	185,161.82

Point Foundation
Income Statement
1 Month(s) Ended
JULY 31, 1990
Page 3

	Current Period Amount	%	Year To Date Amount	%
INCOME STATEMENT				
SALES & ROYALTY INCOME:				
Sales - Subscriptions	37,681.00	49.34	218,263.04	46.05
Sales - Back Issues	868.30	1.14	6,974.25	1.47
Sales - Mailing List	849.63	1.11	13,393.44	2.83
Sales - Direct Distribution	8,609.76	11.27	40,721.22	8.59
Sales - Warner (natl news)	3,314.30	4.34	54,162.61	11.43
Sales - Postcards	24.00	0.03	37.80	0.01
EWEC Income	173.00	0.23	3,728.23	0.79
WESC Income	0.00	0.00	43.00	0.01
Best of CQ Income	51.00	0.07	1,131.30	0.24
Signal Book Income	332.50	0.44	3,737.49	0.79
Fringes Income	93.00	0.12	2,186.40	0.46
CD-ROM Income	150.00	0.20	323.00	0.07
Whole Earth Ecolog Royalties	0.00	0.00	22,500.00	4.75
WE Ecolog Production Money	0.00	0.00	12,500.00	2.64
INCOME SUBTOTAL	52,146.49	68.28	379,701.78	80.11
OTHER INCOME:				
Chronicle Income	2,200.00	2.88	15,950.00	3.37
Unclassifieds	183.75	0.24	4,528.25	0.96
Misc Royalties	0.00	0.00	1,335.64	0.28
WELL Projects	0.00	0.00	400.80	0.08
Contributions	2,576.00	3.37	8,326.00	1.76
Contrib-WholeEarth Institute	7,500.00	9.82	48,556.00	10.24
WEI Cyberthon income	8,310.00	10.88	8,310.00	1.75
Interest Income	408.19	0.53	3,379.05	0.71
Miscellaneous Income	3,046.00	3.99	3,463.63	0.73
TOTAL OTHER INCOME	24,223.94	31.72	94,249.37	19.89
TOTAL REVENUE	76,370.43	100.00	473,951.15	100.00
COST OF SALES:				
Circulation Salaries	-2,126.07	-2.78	-21,048.17	-4.44
Sub Fulfillment	-1,035.82	-1.36	-17,291.19	-3.65
Sub Premium Offers	-220.00	-0.29	-1,587.18	-0.33
MacSub Fulfillment OPS	0.00	0.00	-726.75	-0.15
MacSub Fulfillment	22.00	0.03	0.00	0.00
MacSub Fulfillment-Salaries	-994.51	-1.30	-13,186.74	-2.78
Misc Circ Promo	-395.00	-0.52	-6,569.16	-1.39
Renewals	-412.14	-0.54	-7,407.01	-1.56
Inserts	0.00	0.00	-4,641.57	-0.98
Credit Card Discount	-41.66	-0.05	-1,801.93	-0.38
Direct Distributor	-148.52	-0.19	-2,809.72	-0.59
Natl Newsstand (Warner)	-43.75	-0.06	-5,573.64	-1.18
Printing Magazine	0.00	0.00	-48,592.78	-10.25
Mailing List Fulfill	-110.23	-0.14	-1,751.16	-0.37

Point Foundation
Income Statement
1 Month(s) Ended
JULY 31, 1990

	Current Period Amount	Current Period %	Year To Date Amount	Year To Date %
Postcard Production	0.00	0.00	-505.82	-0.11
Editorial Salaries	-5,405.24	-7.08	-36,867.83	-7.78
Editorial OPS	0.00	0.00	-1,000.00	-0.21
Writers/Contributors	0.00	0.00	-16,151.69	-3.41
Misc Edit Expenses	-250.00	-0.33	-4,149.34	-0.88
Pre-Press	-453.75	-0.59	-8,688.43	-1.83
Research Salaries	-937.13	-1.23	-9,486.03	-2.00
Research Expense	-15.34	-0.02	-1,395.68	-0.29
Production Salaries	-5,406.39	-7.08	-34,428.18	-7.26
Production OPS	0.00	0.00	-287.88	-0.06
Outside Production Work	-588.85	-0.77	-5,047.09	-1.06
Production Supplies	-407.47	-0.53	-2,224.92	-0.47
Whole Earth Ecolog OPS	-933.15	-1.22	-32,558.15	-6.87
Whole Earth Ecolog Expenses	-8.95	-0.01	-3,408.45	-0.72
Buy Best of CQ's	0.00	0.00	-243.75	-0.05
Buy Signal	0.00	0.00	-2,384.22	-0.50
Buy Fringes of Reason	0.00	0.00	-2,114.21	-0.45
Fulfill EWEC	-190.16	-0.25	-843.89	-0.18
Fulfillment-Misc	-49.60	-0.06	-274.87	-0.06
Fulfill Signal	-132.56	-0.17	-723.87	-0.15
Fulfill Fringes of Reason	-148.95	-0.20	-830.97	-0.18
Fulfill CD-ROM	-2.16	0.00	-44.07	-0.01
Chronicle Expenses	-1,375.00	-1.80	-13,721.00	-2.90
TOTAL COST OF SALES	21,810.40	28.56	310,367.34	65.49
GROSS MARGIN	54,560.03	71.44	163,583.81	34.51
GENERAL & ADMINIST. EXPENSE:				
Office Salaries	-3,369.45	-4.41	-21,409.55	-4.52
Pub/Admin Salaries	-1,729.47	-2.26	-16,572.13	-3.50
Pub/Admin Pre-Project	0.00	0.00	-1,762.74	-0.37
Executive Director Salary	-2,916.66	-3.82	-5,833.32	-1.23
Insurance - Workers Comp	-36.79	-0.05	-1,966.58	-0.41
Insurance - Other	0.00	0.00	-1,150.48	-0.24
Paid Vacation Expense	-714.00	-0.93	-1,922.00	-0.41
Kaiser Health Plan	-433.84	-0.57	-3,199.57	-0.68
Taxes - Other	0.00	0.00	-815.73	-0.17
Taxes - Payroll	-3,427.01	-4.49	-17,644.83	-3.72
Office/Computer Supplies	-485.39	-0.64	-3,800.08	-0.80
Equip Rent/Maint/Spls	-298.91	-0.39	-2,827.80	-0.60
Telephone	-405.89	-0.53	-4,162.74	-0.88
Postage	-547.21	-0.72	-3,987.28	-0.84
Fax fees	-55.00	-0.07	-136.00	-0.03
Container Rent	-230.00	-0.30	-1,610.00	-0.34
Building Rent	-3,119.30	-4.08	-21,585.10	-4.55
Maintenance	-227.67	-0.30	-1,103.69	-0.23
Utilities	-272.46	-0.36	-2,044.09	-0.43
WEI Fundraising-Salaries	446.26	0.58	0.00	0.00
WEI Fundraising OPS	2,000.00	2.62	-13,000.00	-2.74

Point Foundation
Income Statement
1 Month(s) Ended
JULY 31, 1990
Page 5

	Current Period Amount	%	Year To Date Amount	%
WEI Fundraising Expenses	-280.57	-0.37	-2,063.65	-0.44
WEI Cyberthon OPS	-4,000.00	-5.24	-4,000.00	-0.84
WEI Cyberthon Expenses	-2,128.96	-2.79	-2,322.97	-0.49
WEI Cyberthon Salaries	-646.32	-0.85	-646.32	-0.14
WEI MCF Library Salaries	-803.25	-1.05	-803.25	-0.17
WEI MCF Library Expenses	-206.95	-0.27	-206.95	-0.04
Legal/Profsl/Copyright	0.00	0.00	-1,141.00	-0.24
Interest + Penalties	-161.03	-0.21	-1,255.31	-0.26
Bank Service Fees	-33.30	-0.04	-325.70	-0.07
Misc Pub/Admin Expenses	0.00	0.00	-2,292.33	-0.48
Misc Expense	-2.00	0.00	-737.52	-0.16
TOTAL GEN. & ADMIN. EXPENSE	24,085.17	31.54	142,328.71	30.03
CHANGE IN FUND BALANCE	30,474.86	39.90	21,255.10	4.48